

Atlantic Breeders reports positive financial year

LANCASTER — Atlantic Breeders Cooperative issued a very positive financial statement at its recent annual meeting. Financial director Dave Mellinger reported an increase in revenue of greater than two percent, raising total revenues to \$6.3 million.

Mellinger also noted that net savings were up 23 percent to bring the savings and income total to \$176,247.

More than 70 percent of the organization's \$4.1 million in total revenues came from on-the-farm technician services, which added \$3,246,478 to the till. Direct herd sales, which saw a growth of 14 percent, contributed \$1,383,961 or 22 percent of the total revenues.

Semen sales to domestic and international markets rounded out the revenue picture. In this division, international sales totaled \$951,943.

The recent fiscal year saw the export market increase 40 percent. Unit sales to Latin America were the highest ever and rose 30 percent from 1984. This encouraging trend is expected to continue into

1986. In 1985 Atlantic made some short term borrowing to start Federated Genetics, a joint marketing venture between Atlantic, Eastern, and LABC. This union "will generate long range positive benefits to the members," Mellinger said. "Federated Genetics is surpassing all goals and member sales look good from this union of three strong organizations," he added.

David Slusser, president of the board of directors, noted that this federation will provide the members with the strongest bull lineup of any organization. "The 70 percent repeatability of the list is the highest any stud in the nation offers, at the lowest prices," Slusser reported.

In reviewing last year's financial report, Slusser credited the increase in savings to the "healthy management by the staff and the long range planning committee."

"Atlantic operates in the most progressive states with the best dairymen," Slusser said, further explaining Atlantic's successes. "The future for Atlantic is bright

and challenging. The co-op has prepared for the future by giving it a great deal of thought, planning for it, and we are now aimed in the right direction," Slusser added.

In conclusion, he praised the board for making many tough decisions quickly and correctly.

Describing the year as one of growth and challenge in his report, Harry Roth, general manager, cited member sales and technician service and two areas where this was witnessed most readily. The member service program is making great strides, with the Linear-Mate opportunity receiving increased attention.

"We have the most stable, uniform population of cattle at our doorstep. Our membership area is also the most stable and has the best long range program to work with," Roth said.

Looking to the future, Roth suggested genetic advancement will be developing quickly. The marketing area will need to know how to meet the needs that come with these changes, Roth continued. He assured the group that Atlantic is ready to meet these

changes and will continue to provide the best service available to its members.

Lee Kummer, John Paxton and Norman Sollenberger, retiring board members, were recognized for their service to the co-op. Paxton a board member for 21 years and Sollenberger a board member for 22 years were presented plaques for their meritorious contributions.

The keynote speaker for the meeting, Dr. Terry Barr, vice president for agriculture and trade policy, explained the U.S.'s position in the world marketplace.

The U.S. entered into the world market in the 1970's, Barr explained. In that time period, one third of the agricultural products were exported. This has since dropped to 23 percent, and has stagnated, Barr said.

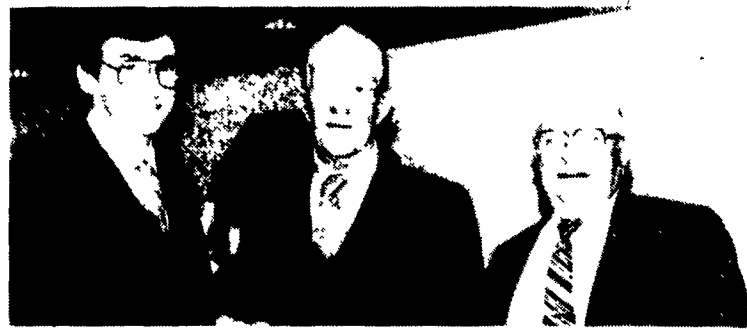
The reasons for this stagnation is

the reduced ability of the other countries to buy, the reduced economic growth rate worldwide, favorable crop development in foreign countries and unfair trade practices, Barr noted.

Barr is optimistic about the economy for the next year, but remains pessimistic about the inflation rate. Due to the lower grain prices, he expects the prices for the livestock industry to be favorable.

Noting that current world grain stocks are at 20 percent and 10 percent is a normal level, Barr feels this will turn around, but will require more than one year.

The next two years will be a period of disappointment for many as the industry works toward a baseline approach, Barr said. "The industry must take a realistic look at where it is at and what it must do to achieve a profitable picture again," Barr concluded.



David Slusser, president, left, recognized retiring board members John Paxton and Norman Sollenberger at Atlantic's annual meeting. Paxton served on the board for 21 years and Sollenberger served for 22 years.

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